2/9/88 A5185-1

HAUCK & ASSOCIATES INC.

Professional
Association
Management

February 2, 1988

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

I am pleased to forward the enclosed Hearing Industries Association Statistical Report for the 4th quarter, 1987 and Cumulative Report of Hearing Aid Sales 1962-1987.

NOTE: An individual company reporting error in the first quarter of 1987 resulted in inaccurate allocations to Alabama and Alaska. The error was corrected in the third quarter 1987 report and totals for those states are accurate in this final, year-end report.

Additionally, a reporting firm reversed entries for Vermont and Virginia in the third quarter report; those errors have been corrected in this report for both states.

Finally, errors were made by a reporting firm in the third quarter allocation of low profile, half-concha and canal aids. Those errors have been corrected in this report and year-end totals by type of unit are accurate.

PLEASE TRIPLE-CHECK YOUR SUBMISSIONS! THANK YOU.

PLEASE NOTE: Page 5 -- The U.S. Department of Commerce has advised that they are unable to provide their respective figures for 1987 until Mid-March. When they are available, we will publish them promptly.

We continue to publish this report as quickly as possible following submission of data from all participating companies. Your continued efforts to submit reports as soon as possible following the close of each quarter is appreciated.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure

P017

1255 Twenty-Third Street, NW, Washington, DC 20037 202/452-8100

Member IAMC
Institute of Association
Management Companies

HIA STATISTICAL REPORTING PROGRAM
Current Participants

FIRM NAME	DATE REPORT RECEIVED IN HAUCK & ASSOCIATES OFFICES
BERNAFON, INC.	1/8/88
GN DANAVOX, INC.	1/11/88
LANG HEARING INSTRUMENTS	1/11/88
QUALITONE, INC.	1/11/88
STARKEY LABORATORIES, INC.	1/12/88
MARCON HEARING INSTRUMENTS INC.	1/13/88
UNITRON INDUSTRIES	1/14/88
DAHLBERG ELECTRONICS	1/15/88
OTICON CORPORATION	1/15/88
ARGOSY ELECTRONICS, INC.	1/20/88
BELTONE ELECTRONICS CORPORATION	1/20/88
FIDELITY HEARING INSTRUMENTS	1/20/88
FINETONE	1/20/88
HEARING SERVICES, INC.	1/20/88
OMNI HEARING SYSTEMS	1/20/88
PHONIC EAR INC.	1/20/88
RION ACOUSTIC INSTRUMENTS	1/20/88
WIDEX	1/20/88
MAGNATONE	1/21/88
MAICO HEARING INSTRUMENTS	1/21/88
SIEMENS HEARING INSTRUMENTS	1/22/88
REXTON INTERNATIONAL, INC.	1/22/88
VANCO INDUSTRIES	1/22/88
HEARING TECHNOLOGY	1/23/88
TELEX COMMUNICATIONS	1/25/88
VOROBA TECHNOLOGIES	1/26/88
AUDIOTONE	2/1/88
PHILIPS HEARING AIDS/AUDIONICS	2/1/88

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REPORT FOR PERIOD: 4th QUARTER - 1987

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X											
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X	X	X
BOSCH HEARING INSTRUMENTS	X	X	X	X	X	X	X	X				
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X
ELECTONE, INC.		1			1	1	1	1	1	1		
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1	1	1
FINETONE HEARING					X	X	X	X	X	X	X	X
FUTURE TONE, INC.	1											
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	X
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X	X	X
LANG HEARING									X	X	X	X
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X
MARCON HEARING INSTRUMENTS		1	1	1	1	1	1	1	1	1	1	1
NU-EAR ELECTRONICS	1	1			1	1			1			
OMNI	X	X	X	X	X	X	X	X	X	X	X	X
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X	X	X
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	X
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X
RCI, INC.	1	1	1	1	1	1	1	1				
REXTON INT'L	X	X	X	X	X	X	X	X	X	X	X	X
RION ACOUSTIC INSTRUMENTS			1	1	1	1	1	1	1	1	1	1
SIEMENS	X	X	X	X	X	X	X	X	X	X	X	X
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1	1	1
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1
VOROBA TECHNOLOGIES										X	X	X
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X

28 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987	
	#	%	#	%	#	%	#	%	#	%
Alabama	9,900	1.03	10,804	1.04	10,931	1.03	12,709	1.07	14,632	1.11
Alaska	1,843	.19	1,643	.16	1,589	.15	1,174	.10	1,170	.09
Arizona	13,813	1.43	15,930	1.52	17,150	1.61	19,584	1.64	22,207	1.69
Arkansas	8,343	.87	9,272	.92	8,707	.82	9,897	.83	9,853	.75
California	116,127	12.06	124,038	11.96	123,088	11.57	138,591	11.64	150,773	11.45
Colorado	13,040	1.35	13,589	1.33	15,149	1.42	16,992	1.43	26,331	2.00
Connecticut	10,241	1.06	12,207	1.16	12,613	1.19	13,467	1.13	13,913	1.06
Delaware	1,830	.19	2,048	.20	2,016	.19	2,637	.22	2,806	.21
Wash. D.C.	2,104	.21	2,208	.20	2,252	.21	1,723	.14	1,562	.12
Florida	67,990	7.06	72,290	6.67	78,541	7.38	89,434	7.51	94,891	7.21
Georgia	13,286	1.38	15,000	1.46	15,804	1.49	16,950	1.42	20,576	1.56
Hawaii	1,738	.18	2,268	.22	2,865	.27	3,629	.30	4,105	.31
Idaho	6,988	.73	6,344	.63	6,724	.63	7,413	.62	8,020	.61
Illinois	40,803	4.24	46,098	4.37	42,733	4.02	49,043	4.12	50,437	3.83
Indiana	22,610	2.35	23,219	2.24	23,129	2.17	26,087	2.19	29,410	2.23
Iowa	20,322	2.11	18,786	1.89	16,890	1.59	17,633	1.48	19,467	1.48
Kansas	9,659	1.00	10,346	.97	11,769	1.11	13,650	1.15	13,632	1.04
Kentucky	12,069	1.26	11,446	1.12	11,018	1.04	13,736	1.15	13,518	1.03
Louisiana	11,471	1.19	12,951	1.28	12,230	1.15	12,391	1.04	13,193	1.00
Maine	4,542	.47	4,920	.49	4,724	.44	6,251	.53	6,540	.50
Maryland	14,734	1.53	17,147	1.65	17,591	1.65	20,350	1.71	25,376	1.93
Massachusetts	33,893	3.52	34,676	3.40	35,477	3.33	37,824	3.18	39,467	3.00
Michigan	40,512	4.21	45,563	4.38	45,508	4.28	48,100	4.04	58,446	4.44
Minnesota	21,305	2.21	24,985	2.41	28,451	2.67	34,344	2.88	35,540	2.70
Mississippi	5,422	.57	7,366	.74	6,672	.63	6,634	.56	8,299	.63
Missouri	23,534	2.45	24,922	2.42	24,230	2.28	29,339	2.46	28,715	2.18
Montana	4,308	.45	5,279	.52	5,048	.47	5,792	.49	5,741	.44
Nebraska	10,073	1.05	8,255	.79	8,120	.76	11,241	.94	10,596	.80
Nevada	2,717	.28	2,711	.25	4,061	.38	4,792	.40	5,793	.44

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,779	.29	2,817	.28	2,300	.22	2,752	.23	3,747	.28
New Jersey	20,707	2.15	21,874	2.09	24,674	2.32	29,089	2.44	34,309	2.61
New Mexico	4,932	.51	5,371	.56	5,572	.52	6,186	.52	7,857	.60
New York	48,984	5.09	51,351	4.92	54,167	5.09	60,353	5.07	68,028	5.17
North Carolina	12,567	1.30	14,273	1.35	16,559	1.56	19,771	1.66	21,996	1.67
North Dakota	4,327	.45	4,475	.44	4,758	.45	5,118	.43	5,382	.41
Ohio	37,772	3.92	40,004	3.83	43,059	4.05	51,274	4.31	57,444	4.36
Oklahoma	12,808	1.33	14,126	1.32	14,316	1.35	16,274	1.37	17,758	1.35
Oregon	19,848	2.06	19,189	1.89	21,283	2.00	24,886	2.09	27,938	2.12
Pennsylvania	52,730	5.47	53,402	5.23	50,097	4.71	58,646	4.93	61,306	4.66
Rhode Island	3,685	.38	3,787	.38	4,357	.41	4,828	.41	5,108	.39
South Carolina	6,252	.65	6,049	.61	6,432	.60	7,855	.66	9,841	.75
South Dakota	4,233	.44	4,195	.41	4,326	.41	4,316	.36	4,930	.37
Tennessee	14,125	1.47	14,272	1.39	13,824	1.30	16,416	1.38	17,707	1.35
Texas	52,634	5.47	59,060	5.85	56,640	5.32	59,777	5.02	67,487	5.13
Utah	8,444	.88	7,036	.67	6,240	.59	6,774	.57	8,299	.63
Vermont	6,034	.63	6,860	.66	6,103	.57	7,040	.59	7,471	.57
Virginia	14,120	1.47	14,927	1.48	15,952	1.50	17,836	1.50	21,472	1.63
Washington	21,825	2.27	24,294	2.37	22,476	2.11	26,000	2.18	28,030	2.13
West Virginia	8,784	.91	9,423	.92	9,948	.94	11,225	.94	12,286	.93
Wisconsin	20,677	2.15	22,943	2.17	24,372	2.29	25,344	2.13	28,039	2.13
Wyoming	1,355	.14	1,466	.14	1,383	.13	1,513	.13	1,898	.14
Govt. (US,VA,State)	37,937	3.94	49,105	4.65	59,968	5.64	55,968	4.70	62,975	4.78
Domestic Subtotal	962,776	100%	1,036,610	100%	1,063,894	100%	1,190,648	100%	1,316,317	100%
Canada (see pg. 7, F)	35,806		38,156		46,298		46,998		51,449	
Other Exp. (Pg. 6, E)	29,523		27,700		24,825		29,204		33,488	
Miscellaneous	1,575		421		1,847		1,292		2,235	
GRAND TOTAL	**1,029,680**		**1,102,887**		**1,136,864**		**1,268,142**		**1,403,489**	
% Over Previous Year	**+20.50%**		**+7.11%**		**+3.08%**		**+11.55%**		**+10.67%**	

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.
1985 - 297,367 units - - - - $21,578,212.
1986 - 278,645 units - - - - $19,681,540.
1987 -

FIGURES FOR SECTION 1 OF THE REPORT WILL NOT BE AVAILABLE UNTIL MID-MARCH!!

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145
1985 -$10,984,151
1986 -$16,917,196
1987 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units
1987 - 56,053 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**
1987 - Eyeglass:	622	880	-0-	1	622	881
Behind Ear:	3,860	3,975	488	361	4,348	4,336
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,482**	**4,855**	**488**	**362**	**4,970**	**5,217**

MISCELLANEOUS DATA (continued)

	1984	% (+/-)	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)
D. TINNITUS MASKERS (Net shipments of number of units)								
a. Maskers:	500	+ 4.60%	300	-40.00%	279	- 7.00%	309	+ 10.75
b. Masker Aids:	606	+26.51%	254	-58.09%	239	- 5.91%	327	+ 36.82
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION								
Europe:	6,736	+23.76%	7,997	+18.72%	11,363	+ 42.09%	13,804	+ 21.48%
Middle East:	259	+ 5.71%	141	-45.56%	263	+ 86.52%	363	+ 38.02%
Africa:	453	-15.49%	313	-30.91%	251	- 19.81%	1,251	+398.41%
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,793	+ 6.32%	3,340	+19.58%	4,404	+ 31.86%	4,149	- 5.79%
Japan:	836	-65.11%	787	- 5.86%	2,080	+164.29%	2,590	+ 24.52%
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,309	-20.02%	2,059	-10.83%	2,201	+ 6.90%	2,505	+ 13.81%
Unallocated by the reporting companies:	14,314	- 6.99%	10,188	-28.82%	8,642	- 15.17%	8,826	+ 2.13%
TOTAL:	**27,700**	**- 6.17%**	**24,825**	**-10.38%**	**29,204**	**+ 17.64%**	**33,488**	**+ 14.67%**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)
Alberta	5,303	5,147	- 2.94%	80	+ 2.58%	5,324	+ .83%
British Columbia	3,969	6,326	+59.39%	4,508	- 28.74%	7,480	+ 65.93%
Manitoba	1,519	1,564	+ 2.96%	1,966	+ 25.70%	1,799	- 8.49%
New Brunswick	1,029	876	-14.87%	833	- 4.91%	1,024	+ 22.93%
Newfoundland	207	143	-30.92%	255	+ 78.32%	394	+ 54.51%
Nova Scotia	1,175	856	-27.15%	1,182	+ 38.08%	1,556	+ 31.64%
Ontario	14,270	18,313	+28.33%	17,527	- 4.29%	21,046	+ 20.08%
Prince Edward Island	129	121	- 6.20%	167	+ 38.02%	113	- 32.34%
Quebec	2,553	2,574	+ .82%	6,218	+141.57%	4,345	- 30.12%
Saskatchewan	1,928	2,844	+47.51%	2,392	- 15.89%	2,365	- 1.13%
Northwest Territories	12	128	+966.67%	-2	+ 98.43	1	+200.00%
Yukon Territory	41	0	-100.00%	0	0%	5	+500.00%
Unallocated by the reporting companies	6,021	7,379	[illegible]	6,672	- 9.58%	5,997	- 10.12%
TOTAL:	**38,156**	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**51,449**	**+ 9.47%**

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MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	BODY	EYE	MOD	HAA	BODY	EYE	TOTAL
1985									
Jan.-Mar.	542	3,340	749	2,049	355	2,936	1,541	1,040	6,276
Apr.-Jun.	145	3,337	779	2,413	627	3,975	2,015	1,333	7,312
Jul.-Sep.	177	2,745	617	1,951	427	3,849	2,146	1,276	6,594
Oct.-Dec.	181	2,372	567	1,624	431	3,458	1,631	1,396	5,830
1986									
Jan.-Mar.	4,377	6,394	456	1,561	1,204	3,789	1,657	928	10,183
Apr.-Jun.	5,161	7,202	536	1,505	428	3,588	2,109	1,051	10,790
Jul.-Sep.	5,297	7,422	556	1,569	159	3,469	1,911	1,399	10,891
Oct.-Dec.	5,315	7,355	569	1,471	130	3,240	1,730	1,380	10,595
1987									
Jan.-Mar.	1,441	17,524 20,975	517	1,493	409	-0- 2,216	1,243	564	23,191
Apr.-Jun.	2,262	13,078 17,426	684	1,402	282	-0- 2,494	1,503	709	19,920
Jul.-Sep.	1,934	4,557 8,347	638	1,218	90	-0- 2,677	1,578	1,009	11,024
Oct.-Dec.	2,348	5,066 9,116	540	1,162	95	-0- 2,570	1,472	1,003	11,686

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MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1984					
Stock Aids (10 co.'s)	227,276	24,802	10.9%	10.45%	--
Custom Aids (16 co.s)	623,318	98,491	15.8%	14.61%	--
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-The-Ear (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21	5.8

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980														
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %:	5.33%		58.14%				33.77%				2.76%		100%		100%
1981															
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %:	4.50%		55.74%				37.80%				1.96%		100%		100%
1982															
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %:	3.76%		52.46%				42.02%				1.76%		100%		100%
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %:	2.70%		46.69%				49.40%				1.21%		100%		100%
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
T&O %	1.41	.41	23.03	17.29	.28	48.20	7.03	.15	1.11	.12	.31	.66	80.26	19.74	100.00	
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
T&O %	1.14	.15	22.92	17.54	.27	48.72	7.50	.06	.93	.03	.28	.46	80.83	19.17	100.00	
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
T&O %	1.05	.62	19.85	19.60	.17	48.38	8.61	.07	.75	.08	.29	.53	78.35	21.65	100.00	
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
T&O %	.87	.33	19.30	19.51	2.66	46.22	9.43	.15	.56	.09	.34	.54	78.82	21.18	100.00	
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	+ 7.11%
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %:	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E. D	B.T.E. F	I.T.E. D Stock Canal	I.T.E. D Custom	I.T.E. D Low Profile	I.T.E. D Half-Concha	I.T.E. F Stock Canal	I.T.E. F Custom	I.T.E. F Low Profile	I.T.E. F Half-Concha	MISC.* D	MISC.* F	TOTALS D	TOTALS F	GT	% (#)
1985 :																
1 :	44,020:	45,659:	2,948:	118,276:	:	2,751:	25,414:	534:	2,833:	: -0-:	99:	3,340:	2,936:	196,749:	52,061:	248,810	- 4.26%
2 :	51,940:	56,899:	2,798:	158,845:	:	2,378:	31,672:	-0-:	3,867:	: -0-:	64:	3,337:	3,975:	250,970:	64,805:	315,775	+15.26%
3 :	43,542:	51,535:	1,928:	149,479:	:	3,763:	36,117:	-0-:	1,581:	: 3 :	108:	2,745:	3,849:	237,574:	57,076:	294,650	+ 2.03%
4 :	43,093:	46,739:	1,589:	143,952:	:	3,792:	30,970:	3 :	1,515:	: 17 :	129:	2,372:	3,458:	225,768:	51,861:	277,629	- .94%
'85TOT:	182,595:	200,832:	9,263:	570,552:	:	12,684:	124,173:	537:	9,796:	: 20 :	400:	11,794:	14,218:	911,061:	225,803:	1,136,864	+ 3.08%
T&O % :	16.06:	17.67:	.81:	50.19:	:	1.12:	10.92:	.04:	.86:	: .00:	.04:	1.04:	1.25:	80.14:	19.86:	100.00	
TYPE %:	33.73 :					63.98					:	2.29 :	100%	:	100%		
1986 :																
1 :	41,386:	46,276:	1,677:	147,715:	13,115:	6,200:	30,564:	0 :	235:	2 : 7 :	170:	6,394:	3,789:	247,051:	50,479:	297,530	+19.58%
T&O % :	13.91:	15.56:	.56:	49.65:	4.41:	2.08:	10.27:	.00:	.08:	.00: .00:	.06:	2.15:	1.27:	83.03:	16.97:	100.00	
2 :	41,783:	49,204:	3,196:	167,860:	14,938:	6,877:	32,933:	544 :	1,604:	0 : 22 :	626:	7,202:	3,588:	274,789:	55,588:	330,377	+ 4.62%
T&O % :	12.65:	14.89:	.97:	50.81:	4.52:	2.08:	9.97:	.16:	.49:	.00: .00:	.19:	2.18:	1.09:	83.18:	16.82:	100.00	
3 :	41,984:	49,897:	2,044:	156,089:	16,858:	7,294:	34,619:	935 :	1,730:	0 : 0 :	449:	7,422:	3,469:	266,310:	56,480:	322,790	+ 9.55%
T&O % :	13.00:	15.46:	.63:	48.36:	5.22:	2.26:	10.72:	.29:	.54:	.00: .00:	.14:	2.30:	1.07:	82.50:	17.50:	100.00	
4 :	38,465:	44,807:	1,919:	152,357:	18,706:	8,003:	39,751:	949 :	1,303:	173 : 0 :	417:	7,355:	3,240:	266,556:	50,889:	317,445	+14.34%
T&O % :	12.12:	14.12:	.61:	47.99:	5.89:	2.52:	12.52	.30:	.41:	.05: .00:	.13:	2.32:	1.02:	83.97:	16.03:	100.00	
'86TOT:	163,618:	190,184:	8,836:	624,021:	63,617:	28,374:	137,867:	2,428:	4,872:	175: 29:	1,662:	28,373:	14,086:	1054,706:	213,436:	1,268,142	+11.55%
T&O % :	12.90:	15.00:	.70:	49.20:	5.02:	2.24:	10.87:	.20:	.38:	.01: .00:	.13:	2.24:	1.11:	83.17:	16.83:	100.00	
TYPE %:	27.90 :					68.75					:	3.35 :	100%	:	100%		
1987 :																
1 :	32,912:	39,015:	1,200:	175,999:	18,975:	8,697:	41,975:	260:	1,216:	364: 60:	462:	20,975:	2,216:	300,733:	43,593:	344,326	+15.73%
T&O % :	9.56:	11.33:	.35:	51.11:	5.51:	2.53:	12.19:	.08:	.35:	.11: .02:	.13:	6.09:	.64:	87.34:	12.66:	100.00	
2 :	35,221:	43,299:	1,068:	179,507:	21,122:	12,326:	48,737:	1,020:	1,594:	938: 275:	229:	17,426:	2,494:	315,407:	49,849:	365,256	+10.56%
T&O % :	9.64:	11.85:	.30:	49.15:	5.78:	3.37:	13.34:	.28:	.44:	.26: .08:	.06:	4.77:	.68:	86.35:	13.65:	100.00	
3 :	34,558:	39,934:	903:	170,828:	23,446:	20,502:	40,583:	251:	2,115:	501: 0:	422:	8,347:	2,677:	299,167:	45,900:	345,067	+ 6.90%
T&O % :	10.01:	11.57:	.26:	49.52:	6.79:	5.94:	11.76:	.07:	.61:	.15: .00:	.12:	2.42:	.78:	86.70:	13.30:	100.00	
4 :	31,431:	39,435:	987:	158,873:	30,152:	4,716:	69,189:	219:	1,180:	582: 163:	227:	9,116:	2,570:	304,464:	44,376:	348,840	+ 9.89%
T&O % :	9.01:	11.30:	.28:	45.54:	8.64:	1.35:	19.83:	.06:	.34:	.17: .05:	.07:	2.61:	.74:	87.28:	12.72:	100.00	
'87TOT:	134,122:	161,683:	4,158:	685,207:	93,695:	46,241:	200,484:	1,750:	6,105:	2,385: 498:	1,340:	55,864:	9,957:	1219,771:	183,718:	1,403,489	+ 10.67%
T&O % :	9.56:	11.52:	.30:	48.82:	6.68:	3.29:	14.28:	.12:	.43:	.17: .04:	.10:	3.98:	.71:	86.91:	13.09:	100.00	
TYPE %:	21.08 :					74.23					:	4.69 :	100%	:	100%		
YOUR CO. :																

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

CUMULATIVE REPORT OF HEARING AID SALES
1960-1987
Compiled by the
Hearing Industries Association

YEAR	DOMESTIC	FOREIGN	TOTAL
1960			397,887
1961			359,275
1962			344,431
1963	336,269	27,110	363,379
1964	353,586	33,863	387,449
1965	363,543	29,988	393,531
1966	366,301	33,906	400,207
1967	374,879	35,694	410,573
1968	405,891	43,004	448,895
1969	421,033	49,948	470,981
1970	437,479	73,268	510,747
1971	477,314	98,987	576,301
1972	488,088	118,739	606,827
1973	459,543	90,322	549,865*
1974	421,845	79,740	501,585*
1975	451,967	88,393	540,360*
1976	434,154	61,981	496,135*
1977	357,531	53,111	410,642*
1978	445,656	139,457	585,113
1979	486,104	154,146	640,250
1980	566,681	169,961	736,642
1981	657,061	177,140	834,201
1982	684,315	170,170	854,485
1983	803,219	226,461	1,029,680
1984	877,156	225,731	1,102,887
1985	911,061	225,803	1,136,864
1986	1,054,706	213,436	1,268,142
1987	1,219,771	183,718	1,403,489

*N.B.: HIA (then HAIC) figures for 1973-1977 reflect member company reports only.

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REPORT FOR PERIOD: 1st QUARTER - 1988

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987				1988			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X															
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X			
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	X			
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X			
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X	X	X	X			
BOSCH HEARING INSTRU.	X	X	X	X	X	X	X	X								
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X			
ELECTONE, INC.		1			1	1	1	1	1	1						
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1	1	1	X			
FINETONE HEARING					X	X	X	X	X	X	X	X	X			
FUTURE TONE, INC.	1															
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X	X	X	X			
LANG HEARING									X	X	X	X	X			
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1			
MAICO HEARING INSTRU.	X	X	X	X	X	X	X	X	X	X	X	X	X			
MARCON HEARING INSTRU.		1	1	1	1	1	1	1	1	1	1	1	1			
NU-EAR ELECTONICS	1	1			1	1			1							
OMNI	X	X	X	X	X	X	X	X	X	X	X	X	1			
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X			
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X	X	X	X			
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
RCI, INC.	1	1	1	1	1	1	1	1								
REXTON INT'L.	X	X	X	X	X	X	X	X	X	X	X	X	X			
RION ACOUSTIC INSTRU.			1	1	1	1	1	1	1	1	1	1	1			
SIEMENS	X	X	X	X	X	X	X	X	X	X	X	X	X			
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X			
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1	1	1	X			
UNITRON INDUSTIRES	X	X	X	X	X	X	X	X	X	X	X	X	X			
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1			
VORBA TECHNOLOGIES										X	X	X	X			
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X			

28 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

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CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
Alabama	10,804	1.04	10,931	1.03	12,709	1.07	14,632	1.11	3,131	.99
Alaska	1,643	.16	1,589	.15	1,174	.10	1,170	.09	324	.10
Arizona	15,930	1.52	17,150	1.61	19,584	1.64	22,207	1.69	6,753	2.12
Arkansas	9,272	.92	8,707	.82	9,897	.83	9,853	.75	2,263	.71
California	124,038	11.96	123,088	11.57	138,591	11.64	150,733	11.45	34,740	10.93
Colorado	13,589	1.33	15,149	1.42	16,992	1.43	26,331	2.00	4,337	1.36
Connecticut	12,207	1.16	12,613	1.19	13,467	1.13	13,913	1.06	2,952	.93
Delaware	2,048	.20	2,016	.19	2,637	.22	2,806	.21	858	.27
Wash. D.C.	2,208	.20	2,252	.21	1,723	.14	1,562	.12	486	.15
Florida	72,290	6.67	78,541	7.38	89,434	7.51	94,891	7.21	22,480	7.07
Georgia	15,000	1.46	15,804	1.49	16,950	1.42	20,576	1.56	5,631	1.77
Hawaii	2,268	.22	2,865	.27	3,629	.30	4,105	.31	948	.30
Idaho	6,344	.63	6,724	.63	7,413	.62	8,020	.61	1,797	.57
Illinois	46,098	4.37	42,733	4.02	49,043	4.12	50,437	3.83	12,545	3.95
Indiana	23,219	2.24	23,129	2.17	26,087	2.19	29,410	2.23	7,284	2.29
Iowa	18,786	1.89	16,890	1.59	17,633	1.48	19,467	1.48	4,912	1.55
Kansas	10,346	.97	11,769	1.11	13,650	1.15	13,632	1.04	3,459	1.09
Kentucky	11,446	1.12	11,018	1.04	13,736	1.15	13,518	1.03	3,199	1.01
Louisiana	12,951	1.28	12,230	1.15	12,391	1.04	13,193	1.00	2,879	.91
Maine	4,920	.49	4,724	.44	6,251	.53	6,540	.50	1,527	.48
Maryland	17,147	1.65	17,591	1.65	20,350	1.71	25,376	1.93	6,005	1.89
Massachusetts	34,676	3.40	35,477	3.33	37,824	3.18	39,467	3.00	8,713	2.74
Michigan	45,563	4.38	45,508	4.28	48,100	4.04	58,446	4.44	16,414	5.16
Minnesota	24,985	2.41	28,451	2.67	34,344	2.88	35,540	2.70	7,701	2.42
Mississippi	7,366	.74	6,672	.63	6,634	.56	8,299	.63	1,918	.60
Missouri	24,922	2.42	24,230	2.28	29,339	2.46	28,715	2.18	7,395	2.33
Montana	5,279	.52	5,048	.47	5,792	.49	5,741	.44	1,352	.43
Nebraska	8,255	.79	8120	.76	11,241	.94	10,596	.80	2,532	.80
Nevada	2,711	.25	4,061	.38	4,792	.40	5,793	.44	1,476	.46

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988	
	#	%	#	%	#	%	#	%	#	% Jan.-Mar.
New Hampshire	2,817	.28	2,300	.22	2,752	.23	3,747	.28	946	.30
New Jersey	21,874	2.09	24,674	2.32	29,089	2.44	34,309	2.61	8,034	2.53
New Mexico	5,371	.56	5,572	.52	6,186	.52	7,857	.60	2,122	.67
New York	51,351	4.92	54,167	5.09	60,353	5.07	68,028	5.17	16,496	5.19
North Carolina	14,273	1.35	16,559	1.56	19,771	1.66	21,996	1.67	5,829	1.83
North Dakota	4,475	.44	4,758	.45	5,118	.43	5,382	.41	1,377	.43
Ohio	40,004	3.83	43,059	4.05	51,274	4.31	57,444	4.36	13,445	4.23
Oklahoma	14,126	1.32	14,316	1.35	16,274	1.37	17,758	1.35	4,318	1.36
Oregon	19,189	1.89	21,283	2.00	24,886	2.09	27,938	2.12	6,977	2.19
Pennsylvania	53,402	5.23	50,097	4.71	58,646	4.93	61,306	4.66	13,344	4.29
Rhode Island	3,787	.38	4,357	.41	4,828	.41	5,108	.39	1,128	.35
South Carolina	6,049	.61	6,432	.60	7,855	.66	9,841	.75	2,423	.76
South Dakota	4,195	.41	4,326	.41	4,316	.36	4,930	.37	1,133	.36
Tennessee	14,272	1.39	13,824	1.30	16,416	1.38	17,707	1.35	3,976	1.25
Texas	59,060	5.85	56,640	5.32	59,777	5.02	67,487	5.13	15,926	5.01
Utah	7,036	.67	6,240	.59	6,774	.57	8,299	.63	1,721	.54
Vermont	6,860	.66	6,103	.57	7,040	.59	7,471	.57	1,424	.45
Virginia	14,927	1.48	15,952	1.50	17,836	1.50	21,472	1.63	5,349	1.68
Washington	24,294	2.37	22,476	2.11	26,000	2.18	28,030	2.13	6,714	2.11
West Virginia	9,423	.92	9,948	.94	11,225	.94	12,286	.93	2,937	.92
Wisconsin	22,943	2.17	24,372	2.29	25,344	2.13	28,039	2.13	6,800	2.14
Wyoming	1,466	.14	1,383	.13	1,513	.13	1,898	.14	433	.14
Govt. (US,VA, State)	49,105	4.65	59,968	5.64	55,968	4.70	62,975	4.78	18,696	5.89
Domestic Subtotal	1,036,610	100%	1,063,894	100%	1,190,648	100%	1,316,317	100%	317,859	100%
Canada (see pg. 7, F)	38,156		46,298		46,998		51,449		12,365	
Other Exp. (pg. 6, E)	27,700		24,825		29,204		33,488		9,495	
Miscellaneous	421		1,847		1,292		2,235		369	
GRAND TOTAL	1,102,887		1,136,864		1,268,142		1,403,489		340,088	
% OVER PREVIOUS YEAR	+7.11%		+3.08		+11.55%		+10.67%			

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 -	239,221 units	$15,140,889.
1979 -	240,374 units	$16,803,453.
1980 -	247,756 units	$17,578,480.
1981 -	253,091 units	$17,373,896.
1982 -	234,979 units	$16,728,254.
1983 -	218,819 units	$16,289,758.
1984 -	321,286 units	$23,065,985.
1985 -	297,367 units	$21,578,212.
1986 -	278,645 units	$19,681,540.
1987 -	232,411 units	$22,106,261.

2. Hearing Aid Parts (dollar value only) ($)

1978 -	$ 1,651,106
1979 -	$ 1,725,803
1980 -	$ 2,495,311
1981 -	$ 3,029,171
1982 -	$ 4,190,383
1983 -	$ 4,148,607
1984 -	$ 8,158,145
1985 -	$ 10,984,151
1986 -	$ 16,917,196
1987 -	$ 18,582,533

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year, 10/01/77 thru 09/30/78).

1978 -	17,823 units
1979 -	19,638 units
1980 -	24,142 units
1981 -	29,417 units
1982 -	32,191 units
1983 -	31,526 units
1984 -	36,325 units
1985	43,235 units
1986 -	46,481 units
1987 -	56,053 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

TYPE:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**
1987 - Eyeglass:	622	880	- 0 -	1	622	881
Behind Ear:	3,860	3,975	488	361	4,348	4,336
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,482**	**4,855**	**488**	**362**	**4,970**	**5,217**

MISCELLANEOUS DATA (continued)

	1985	% (+/–)	1986	% (+/–)	1987	% (+/–)	1988	% (+/–)
D. TINNITUS MASKERS (Net shipments of number of units)								
a. Maskers:	300	- 40.00%	279	- 7.00%	309	+ 10.75%	194	
b. Masker Aids:	254	- 58.09%	239	- 5.91%	327	+ 36.82%	63	
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION								
Europe:	7,997	+ 18.72%	11,363	+ 42.09%	13,804	+ 21.48%	3,541	
Middle East:	141	- 45.56%	263	+ 86.52%	363	+ 38.02%	143	
Africa:	313	- 30.91%	251	- 19.81%	1,251	+ 398.41%	680	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,340	+ 19.58%	4,404	+ 31.86%	4,149	- 5.79%	1,053	
Japan:	787	- 5.86%	2,080	+164.29%	2,590	+ 24.52%	589	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,059	- 10.83%	2,201	+ 6.90%	2,505	+ 13.81%	944	
Unallocated by the reporting companies:	10,188	- 28.82%	8,642	- 15.17%	8,826	± 2.13%	2,545	
TOTAL:	24,825	-10.38%	29,204	±17.64%	33,488	± 14.67%	9,495	

MISCELLANEOUS DATA (continued)

	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)	1988	% (+/-)
F. CANADIAN SALES BY PROVINCE								
Alberta	5,147	- 2.94%	80	+ 2.58%	5,324	+ .83%	1,446	
British Columbia	6,326	+ 59.39%	4,508	- 28.74%	7,480	+ 65.93%	1,594	
Manitoba	1,564	+ 2.96%	1,966	+ 25.70%	1,799	- 8.49%	372	
New Brunswick	876	- 14.87%	833	- 4.91%	1,024	+ 22.93%	307	
Newfoundland	143	- 30.92%	255	+ 78.32%	394	+ 54.51%	40	
Nova Scotia	856	- 27.15%	1,182	+ 38.08%	1,556	+ 31.64%	488	
Ontario	18,313	+ 28.33%	17,527	- 4.29%	21,046	+ 20.08%	4,765	
Prince Edward Island	121	- 6.20%	167	+ 38.02%	113	- 32.34%	16	
Quebec	2,574	+ .82%	6,218	+141.57%	4,345	- 30.12%	999	
Saskatchewan	2,844	+ 47.51%	2,392	- 15.89%	2,365	- 1.13%	836	
Northwest Territories	128	+966.67%	-2	+ 98.43%	1	+ 200.00%	1	
Yukon Territory	0	-100.00%	0	0%	5	+500.00%	3	
Unallocated by the reporting companies	7,379	+ 22.55%	6,672	- 9.58%	5,997	- 10.12%	1,498	
TOTAL:	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**51,449**	**+ 9.47%**	**12,365**	

MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	BODY	EYE	MOD	HAA	BODY	EYE	TOTAL
1986									
Jan.-Mar.	4,377		456	1,561	1,204		1,657	928	
			6,394				3,789		10,183
Apr.-Jun.	5,161		536	1,505	428		2,109	1,051	
			7,202				3,588		10,790
Jul.-Sep	5,297		556	1,569	159		1,911	1,399	
			7,422				3,469		10,891
Oct.-Dec.	5,315		569	1,471	130		1,730	1,380	
			7,355				3,240		10,595
1987									
Jan.-Mar.	1,441	17,524	517	1,493	409	-0-	1,243	564	
			20,975				2,216		23,191
Apr.-Jun.	2,262	13,078	684	1,402	282	-0-	1,503	709	
			17,426				2,494		19,920
Jul.-Sep.	1,934	4,557	638	1,218	90	-0-	1,578	1,009	
			8,347				2,677		11,024
Oct.-Dec.	2,348	5,066	540	1,162	95	-0-	1,472	1,003	
			9,116				2,570		11,686
1988									
Jan.-Mar.	2,057	4,487	431	981	669	-0-	863	910	
			7,956				2,442		10,398

MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-TheEar (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21%	5.8
1987					
Custom In-The-Ear	**TO BE PUBLISHED AS SOON AS ALL FIGURES ARE RECEIVED!!**				
Canal In-The-Ear					
Behind-The-Ear					

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS			
	D	F	D	F	D			F				D	F	GT	
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980															
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %	5.33%		58.14%				33.77%				2.76%		100%		100%
1981															
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %	4.50%		55.74%				37.80%				1.96%		100%		100%
1982															
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %	3.76%		52.46%				42.02%				1.76%		100%		100%
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %	2.70%		46.69%				49.40%				1.21%		100%		100%
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	+ 7.11%
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.															

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.								MISC.*		TOTALS			
	D	F	D				F				D	F	D	F	GT	% (F)
			Stock Canal	Custom	Low Profile	Half-Concha	Stock Canal	Custom	Low Profile	Half-Concha						
1985																
1	44,020	45,659	2,948	118,276		2,751	25,414	534	2,833	-0-	99	3,340	2,936	196,749	52,061	248,810	- 4.26%
2	51,940	56,899	2,798	158,845		2,378	31,672	-0-	3,867	-0-	64	3,337	3,975	230,970	64,805	315,775	+15.26%
3	43,542	51,535	1,928	149,479		3,763	36,117	-0-	1,581	3	108	2,745	3,849	237,574	57,076	294,650	+ 2.03%
4	43,093	46,739	1,589	143,952		3,792	30,970	3	1,515	17	129	2,372	3,458	225,768	51,861	277,629	- .94%
'85TOT	182,595	200,832	9,263	570,552		12,684	124,173	537	9,796	20	400	11,794	14,218	911,061	225,803	1,136,864	+ 3.08%
T&O %	16.06	17.67	.81	50.19		1.12	10.92	.04	.86	.00	.04	1.04	1.25	80.14	19.86	100.00	
TYPE %:	33.73		63.98								2.29		100%		100%	
1986																
1	41,386	46,276	1,677	147,715	13,115	6,200	30,564	0	235	2	7	170	6,394	3,789	247,051	50,479	297,530	+19.58%
2	41,783	49,204	3,196	167,860	14,938	6,877	32,933	544	1,604	0	22	626	7,202	3,588	274,789	55,588	330,377	+ 4.62%
3	41,984	49,897	2,044	156,089	16,858	7,294	34,619	935	1,730	0	0	449	7,422	3,469	266,310	56,480	322,790	+ 9.55%
4	38,465	44,807	1,919	152,357	18,706	8,003	39,751	949	1,303	173	0	417	7,355	3,240	266,556	50,889	317,445	+14.34%
'86TOT	163,618	190,184	8,836	624,021	63,617	28,374	137,867	2,428	4,872	175	29	1,662	28,373	14,086	1054,706	213,436	1,268,142	+11.55%
T&O %	12.90	15.00	.70	49.20	5.02	2.24	10.87	.20	.38	.01	.00	.13	2.24	1.11	83.17	16.83	100.00	
TYPE %:	27.90		68.75								3.35		100%		100%	
1987																
1	32,912	39,015	1,200	175,999	18,975	8,697	41,975	260	1,216	364	60	462	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O %	9.56	11.33	.35	51.11	5.51	2.53	12.19	.08	.35	.11	.02	.13	6.09	.64	87.34	12.66	100.00	
2	35,221	43,299	1,068	179,507	21,122	12,326	48,737	1,020	1,594	938	275	229	17,426	2,494	315,407	49,849	365,256	+10.56%
T&O %	9.64	11.85	.30	49.15	5.78	3.37	13.34	.28	.44	.26	.08	.06	4.77	.68	86.35	13.65	100.00	
3	34,558	39,934	903	170,828	23,446	20,502	40,583	251	2,115	501	0	422	8,347	2,677	299,167	45,900	345,067	+ 6.90%
T&O %	10.01	11.57	.26	49.52	6.79	5.94	11.76	.07	.61	.15	.00	.12	2.42	.78	86.70	13.30	100.00	
4	31,431	39,435	987	158,873	30,152	4,716	69,189	219	1,180	582	163	227	9,116	2,570	304,464	44,376	348,840	+ 9.89%
T&O %	9.01	11.30	.28	45.54	8.64	1.35	19.83	.06	.34	.17	.05	.07	2.61	.74	87.28	12.72	100.00	
'87TOT	134,122	161,683	4,158	685,207	93,695	46,241	200,484	1,750	6,105	2,385	498	1,340	55,864	9,957	1219,771	185,718	1,403,489	+ 10.67%
T&O %	9.56	11.52	.30	48.82	6.68	3.29	14.28	.12	.43	.17	.04	.10	3.98	.71	86.91	13.09	100.00	
TYPE %:	21.08		74.23								4.69		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.										MISC.*		TOTALS			
	D	F	D				F						D	F	D	F	GT	
			Stock Canal	Custom	Low Profile	Half-Concha	Stock Canal	Custom	Low Profile	Half-Concha	Canal							% (#)
1988																		
1	30,178	38,828	673	165,756	20,703	10,926	60,573	139	1,089	392	35	398	7,956	2,442	296,765	43,323	340,088	- 1.23%
T&O %	8.87	11.42	.20	48.74	6.09	3.21	17.81	.04	.32	.12	.01	.12	2.25	.72	87.26	12.74	100.00	
'88TOT	30,178	38,828	673	165,756	20,703	10,926	60,573	139	1,089	392	35	398	7,956	2,442	296,765	42,323	340,088	
T&O %	8.87	11.42	.20	48.74	6.09	3.21	17.81	.04	.32	.12	.01	.12	2.25	.72	87.26	12.74	100.00	
TYPE %:	20.29		76.74										2.97		100%		100%	
YOUR CO.																		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

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HAUCK & ASSOCIATES INC

Professional
Association
Management

August 6, 1988

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

I am pleased to forward the enclosed Hearing Industries Association Statistical Report for the 2nd Quarter, 1988.

The 1987 Returns-For-Credit Report will be published as a separate report prior to September 1, 1988.

We continue to publish this report as quickly as possible following submission of data from all participating companies. Your continued effort to submit reports **as soon as possible** following the close of each quarter is appreciated.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure
P015

1255 Twenty-Third Street, NW, Washington, DC 20037 202/452-8100

Member IAMC
Institute of Association
Management Companies

HIA STATISTICAL REPORTING PROGRAM
Current Participants

Firm Name	Date Report Received in Hauck & Associates Offices
STARKEY LABORATORIES	7/7/88
ROBERT BOSCH CORPORATION	7/7/88
FIDELITY HEARING INSTRUMENTS	7/7/88
OTICON CORPORATION	7/11/88
QUALITONE, INC.	7/11/88
WIDEX HEARING AID COMPANY	7/11/88
GN DANAVOX INC.	7/12/88
HEARING TECHNOLOGY	7/13/88
PHILIPS HEARING AIDS/AUDIONICS	7/14/88
FINETONE HEARING	7/18/88
MAGNATONE QUALITY HEARING INSTRUMENTS	7/18/88
UNITRON INDUSTRIES	7/18/88
BELTONE ELECTRONICS CORPORATION	7/19/88
HEARING SERVICES INC.	7/19/88
ARGOSY ELECTRONICS, INC.	7/20/88
MAICO HEARING INSTRUMENTS	7/20/88
SIEMENS HEARING INSTRUMENTS	7/20/88
TELEX COMMUNICATIONS	7/20/88
MARCON HEARING INSTRUMENTS INC.	7/21/88
REXTON INTERNATIONAL INC.	7/21/88
VANCO INDUSTRIES	7/21/88
BERNAFON, INC.	7/22/88
VOROBA TECHNOLOGIES	7/22/88
AUDIOTONE	7/25/88
DAHLBERG ELECTRONICS	8/2/88
LANG HEARING INSTRUMENTS	8/3/88
OMNI HEARING SYSTEMS	8/3/88
PHONIC EAR	8/3/88

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REPORT FOR PERIOD: 2nd QUARTER - 1988

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987				1988			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X															
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X	X	X	X	X		
ROBERT BOSCH CORPORATION	X	X	X	X	X	X	X	X						*		
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
ELECTONE, INC.		1			1	1	1	1	1	1						
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1	1	1	X	*		
FINETONE HEARING					X	X	X	X	X	X	X	X	X	X		
FUTURE TONE, INC.	1															
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X	X	X	X	X		
LANG HEARING									X	X	X	X	X	X		
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
MAICO HEARING INSTRU.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
MARCON HEARING INSTRU.		1	1	1	1	1	1	1	1	1	1	1	1	1		
NU-EAR ELECTONICS	1	1			1	1			1							
OMNI HEARING SYSTEMS		X	X	X	X	X	X	X	X	X	X	X	X	1		
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X	X	X	X	X		
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
RCI, INC.	1	1	1	1	1	1	1	1								
REXTON INT'L.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
RION ACOUSTIC INSTRU.			1	1	1	1	1	1	1	1	1	1	1			
SIEMENS HEARING INSTRU.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1	1	1	X	X		
UNITRON INDUSTIRES	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
VOROBA TECHNOLOGIES										X	X	X	X	X		
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X		

26 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

* - acquired by Starkey Laboratories

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CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
Alabama	10,804	1.04	10,931	1.03	12,709	1.07	14,632	1.11	6,131	.93
Alaska	1,643	.16	1,589	.15	1,174	.10	1,170	.09	755	.11
Arizona	15,930	1.52	17,150	1.61	19,584	1.64	22,207	1.69	12,438	1.89
Arkansas	9,272	.92	8,707	.82	9,897	.83	9,853	.75	4,715	.72
California	124,038	11.96	123,088	11.57	138,591	11.64	150,733	11.45	70,810	10.75
Colorado	13,589	1.33	15,149	1.42	16,992	1.43	26,331	2.00	12,849	1.96
Connecticut	12,207	1.16	12,613	1.19	13,467	1.13	13,913	1.06	6,847	1.04
Delaware	2,048	.20	2,016	.19	2,637	.22	2,806	.21	1,701	.26
Wash. D.C.	2,208	.20	2,252	.21	1,723	.14	1,562	.12	1,085	.17
Florida	72,290	6.67	78,541	7.38	89,434	7.51	94,891	7.21	40,482	6.17
Georgia	15,000	1.46	15,804	1.49	16,950	1.42	20,576	1.56	11,451	1.74
Hawaii	2,268	.22	2,865	.27	3,629	.30	4,105	.31	1,860	.28
Idaho	6,344	.63	6,724	.63	7,413	.62	8,020	.61	3,890	.59
Illinois	46,098	4.37	42,733	4.02	49,043	4.12	50,437	3.83	26,439	4.03
Indiana	23,219	2.24	23,129	2.17	26,087	2.19	29,410	2.23	15,877	2.42
Iowa	18,786	1.89	16,890	1.59	17,633	1.48	19,467	1.48	11,035	1.68
Kansas	10,346	.97	11,769	1.11	13,650	1.15	13,632	1.04	7,395	1.13
Kentucky	11,446	1.12	11,018	1.04	13,736	1.15	13,518	1.03	6,891	1.05
Louisiana	12,951	1.28	12,230	1.15	12,391	1.04	13,193	1.00	6,026	.92
Maine	4,920	.49	4,724	.44	6,251	.53	6,540	.50	3,157	.48
Maryland	17,147	1.65	17,591	1.65	20,350	1.71	25,376	1.93	12,347	1.88
Massachusetts	34,676	3.40	35,477	3.33	37,824	3.18	39,467	3.00	18,903	2.88
Michigan	45,563	4.38	45,508	4.28	48,100	4.04	58,446	4.44	32,606	4.97
Minnesota	24,985	2.41	28,451	2.67	34,344	2.88	35,540	2.70	16,579	2.53
Mississippi	7,366	.74	6,672	.63	6,634	.56	8,299	.63	3,874	.59
Missouri	24,922	2.42	24,230	2.28	29,339	2.46	28,715	2.18	15,021	2.29
Montana	5,279	.52	5,048	.47	5,792	.49	5,741	.44	2,601	.40
Nebraska	8,255	.79	8120	.76	11,241	.94	10,596	.80	5,500	.84
Nevada	2,711	.25	4,061	.38	4,792	.40	5,793	.44	2,968	.45

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,817	.28	2,300	.22	2,752	.23	3,747	.28	2,065	.31
New Jersey	21,874	2.09	24,674	2.32	29,089	2.44	34,309	2.61	17,567	2.68
New Mexico	5,371	.56	5,572	.52	6,186	.52	7,857	.60	4,007	.61
New York	51,351	4.92	54,167	5.09	60,353	5.07	68,028	5.17	35,821	5.46
North Carolina	14,273	1.35	16,559	1.56	19,771	1.66	21,996	1.67	12,801	1.95
North Dakota	4,475	.44	4,758	.45	5,118	.43	5,382	.41	2,927	.45
Ohio	40,004	3.83	43,059	4.05	51,274	4.31	57,444	4.36	28,303	4.31
Oklahoma	14,126	1.32	14,316	1.35	16,274	1.37	17,758	1.35	9,016	1.37
Oregon	19,189	1.89	21,283	2.00	24,886	2.09	27,938	2.12	13,786	2.10
Pennsylvania	53,402	5.23	50,097	4.71	58,646	4.93	61,306	4.66	29,212	4.45
Rhode Island	3,787	.38	4,357	.41	4,828	.41	5,108	.39	2,705	.41
South Carolina	6,049	.61	6,432	.60	7,855	.66	9,841	.75	5,291	.81
South Dakota	4,195	.41	4,326	.41	4,316	.36	4,930	.37	2,473	.38
Tennessee	14,272	1.39	13,824	1.30	16,416	1.38	17,707	1.35	8,724	1.33
Texas	59,060	5.85	56,640	5.32	59,777	5.02	67,487	5.13	32,956	5.02
Utah	7,036	.67	6,240	.59	6,774	.57	8,299	.63	3,765	.57
Vermont	6,860	.66	6,103	.57	7,040	.59	7,471	.57	4,348	.66
Virginia	14,927	1.48	15,952	1.50	17,836	1.50	21,472	1.63	9,953	1.52
Washington	24,294	2.37	22,476	2.11	26,000	2.18	28,030	2.13	14,355	2.19
West Virginia	9,423	.92	9,948	.94	11,225	.94	12,286	.93	7,383	1.12
Wisconsin	22,943	2.17	24,372	2.29	25,344	2.13	28,039	2.13	13,381	2.04
Wyoming	1,466	.14	1,383	.13	1,513	.13	1,898	.14	1,164	.18
Govt. (US,VA, State)	49,105	4.65	59,968	5.64	55,968	4.70	62,975	4.78	32,340	4.93
Domestic Subtotal	1,036,610	100%	1,063,894	100%	1,190,648	100%	1,316,317	100%	656,576	100%
Canada (see pg. 7, F)	38,156		46,298		46,998		51,449		24,411	
Other Exp. (pg. 6, E)	27,700		24,825		29,204		33,488		17,135	
Miscellaneous	421		1,847		1,292		2,235		622	
GRAND TOTAL	1,102,887		1,136,864		1,268,142		1,403,489		698,744	
% OVER PREVIOUS YEAR	+7.11%		+3.08%		+11.55%		+10.67%			

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units .....$ 15,140,889.
1979 - 240,374 units .....$ 16,803,453.
1980 - 247,756 units .....$ 17,578,480.
1981 - 253,091 units .....$ 17,373,896.
1982 - 234,979 units .....$ 16,728,254.
1983 - 218,819 units .....$ 16,289,758.
1984 - 321,286 units .....$ 23,065,985.
1985 - 297,367 units .....$ 21,578,212.
1986 - 278,645 units .....$ 19,681,540.
1987 - 232,411 units .....$ 22,106,261.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year, 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 43,235 units
1986 - 46,481 units
1987 - 56,053 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

TYPE:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**
1987 - Eyeglass:	622	880	- 0 -	1	622	881
Behind Ear:	3,860	3,975	488	361	4,348	4,336
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,482**	**4,855**	**488**	**362**	**4,970**	**5,217**

MISCELLANEOUS DATA (continued)

	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)	1988 Jan.-Jun	% (+/-)
D. TINNITUS MASKERS (Net shipments of number of units)								
a. Maskers:	300	- 40.00%	279	- 7.00%	309	+ 10.75%	291	
b. Masker Aids:	254	- 58.09%	239	- 5.91%	327	+ 36.82%	97	
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION								
Europe:	7,997	+ 18.72%	11,363	+ 42.09%	13,804	+ 21.48%	6,528	
Middle East:	141	- 45.56%	263	+ 86.52%	363	+ 38.02%	199	
Africa:	313	- 30.91%	251	- 19.31%	1,251	+ 398.41%	1,058	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,340	+ 19.58%	4,404	+ 31.86%	4,149	- 5.79%	2,133	
Japan:	787	- 5.86%	2,080	+164.29%	2,590	+ 24.52%	1,032	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,059	- 10.83%	2,201	+ 6.90%	2,505	+ 13.81%	1,621	
Unallocated by the reporting companies:	10,188	- 28.82%	8,642	- 15.17%	8,826	± 2.13%	4,564	
TOTAL:	24,825	-10.38%	29,204	+17.64%	33,488	± 14.67%	17,135	

MISCELLANEOUS DATA (continued)

	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)	1988 Jan.-Jun.	% (+/-)
F. CANADIAN SALES BY PROVINCE								
Alberta	5,147	- 2.94%	80	+ 2.58%	5,324	+ .83%	2,772	
British Columbia	6,326	+ 59.39%	4,508	- 28.74%	7,480	+ 65.93%	3,380	
Manitoba	1,564	+ 2.96%	1,966	+ 25.70%	1,799	- 8.49%	930	
New Brunswick	876	- 14.87%	833	- 4.91%	1,024	+ 22.93%	636	
Newfoundland	143	- 30.92%	255	+ 78.32%	394	+ 54.51%	96	
Nova Scotia	856	- 27.15%	1,182	+ 38.08%	1,556	+ 31.64%	997	
Ontario	18,313	+ 28.33%	17,527	- 4.29%	21,046	+ 20.08%	9,283	
Prince Edward Island	121	- 6.20%	167	+ 38.02%	113	- 32.34%	50	
Quebec	2,574	+ .82%	6,218	+141.57%	4,345	- 30.12%	2,079	
Saskatchewan	2,844	+ 47.51%	2,392	- 15.89%	2,365	- 1.13%	1,819	
Northwest Territories	128	+966.67%	-2	+ 98.43%	1	+ 200.00%	30	
Yukon Territory	0	-100.00%	0	0%	5	+ 500.00%	4	
Unallocated by the reporting companies	7,379	+ 22.55%	6,672	- 9.58%	5,997	- 10.12%	2,335	
TOTAL:	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**51,449**	**+ 9.47%**	**24,411**	

MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	BODY	EYE	MOD	HAA	BODY	EYE	TOTAL
1986									
Jan.-Mar.	4,377		456	1,561	1,204		1,657	928	
			6,394				3,789		10,183
Apr.-Jun.	5,161		536	1,505	428		2,109	1,051	
			7,202				3,588		10,790
Jul.-Sep	5,297		556	1,569	159		1,911	1,399	
			7,422				3,469		10,891
Oct.-Dec.	5,315		569	1,471	130		1,730	1,380	
			7,355				3,240		10,595
1987									
Jan.-Mar.	1,441	17,524	517	1,493	409	-0-	1,243	564	
			20,975				2,216		23,191
Apr.-Jun.	2,262	13,078	684	1,402	282	-0-	1,503	709	
			17,426				2,494		19,920
Jul.-Sep.	1,934	4,557	638	1,218	90	-0-	1,578	1,009	
			8,347				2,677		11,024
Oct.-Dec.	2,348	5,066	540	1,162	95	-0-	1,472	1,003	
			9,116				2,570		11,686
1988									
Jan.-Mar.	2,057	4,487	431	981	669	-0-	863	910	
			7,956				2,442		10,398
Apr.-Jun.	2,754	3,718	540	950	665	-0-	489	1,336	
			7,962				2,490		10,452

MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-TheEar (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21%	5.8
1987					
Custom In-The-Ear (23 co.'s)	769,363	118,939	17.44%	14.71%	2.1
Canal In-The-Ear (25 co.'s)	292,416	62,204	20.66%	17.44%	1.8
Behind-The-Ear (19 co's)	327,654	46,492	13.59%	11.93%	.2

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980														
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %	5.33%		58.14%				33.77%				2.76%		100%		100%
1981															
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %	4.50%		55.74%				37.80%				1.96%		100%		100%
1982															
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %	3.76%		52.46%				42.02%				1.76%		100%		100%
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861	
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361	
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708	
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750	
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680	
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00	
TYPE %	2.70%		46.69%				49.40%				1.21%		100%		100%	
1984																
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	+ 7.11%
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

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NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E. D	B.T.E. F	I.T.E. D Stock Canal	I.T.E. D Custom	I.T.E. D Low Profile	I.T.E. D Half-Concha	I.T.E. F Stock Canal	I.T.E. F Custom	I.T.E. F Low Profile	I.T.E. F Half-Concha	MISC.* D	MISC.* F	TOTALS D	TOTALS F	TOTALS GT	% (#)
1985 :																
1 :	44,020:	45,659:	2,948:	118,276:	:	2,751:	25,414:	534:	2,833:	:	-0-:	99:	3,340:	2,936:	196,749:	52,061:	248,810	- 4.26%
2 :	51,940:	56,899:	2,798:	158,845:	:	2,378:	31,672:	-0-:	3,867:	:	-0-:	64:	3,337:	3,975:	250,970:	64,805:	315,775	+15.26%
3 :	43,542:	51,535:	1,928:	149,479:	:	3,763:	36,117:	-0-:	1,581:	:	3 :	108:	2,745:	3,849:	237,574:	57,076:	294,650	+ 2.03%
4 :	43,093:	46,739:	1,589:	143,952:	:	3,792:	30,970:	3 :	1,515:	:	17 :	129:	2,372:	3,458:	225,768:	51,861:	277,629	- .94%
'85TOT:	182,595:	200,832:	9,263:	570,552:	:	12,684:	124,173:	537:	9,796:	:	20 :	400:	11,794:	14,218:	911,061:	225,803:	1,136,864	+ 3.08%
T&O % :	16.06:	17.67:	.81:	50.19:	:	1.12:	10.92:	.04:	.86:	:	.00:	.04:	1.04:	1.25:	80.14:	19.86:	100.00	
TYPE %:	33.73	:					63.98					:	2.29	:	100%	:	100%	
1986 :																		
1 :	41,386:	46,276:	1,677:	147,715:	13,115:	6,200:	30,564:	0 :	235:	2 :	7 :	170:	6,394:	3,789:	247,051:	50,479:	297,530	+19.58%
2 :	41,783:	49,204:	3,196:	167,860:	14,938:	6,877:	32,933:	544 :	1,604:	0 :	22 :	626:	7,202:	3,588:	274,789:	55,588:	330,377	+ 4.62%
3 :	41,984:	49,897:	2,044:	156,089:	16,858:	7,294:	34,619:	935 :	1,730:	0 :	0 :	449:	7,422:	3,469:	266,310:	56,480:	322,790	+ 9.55%
4 :	38,465:	44,807:	1,919:	152,357:	18,706:	8,003:	39,751:	949 :	1,303:	173 :	0 :	417:	7,355:	3,240:	266,556:	50,889:	317,445	+14.34%
:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	
'86TOT:	163,618:	190,184:	8,836:	624,021:	63,617:	28,374:	137,867:	2,428:	4,872:	175:	29:	1,662:	28,373:	14,086:	1054,706:	213,436:	1,268,142	+11.55%
T&O % :	12.90:	15.00:	.70:	49.20:	5.02:	2.24:	10.87:	.20:	.38:	.01:	.00:	.13:	2.24:	1.11:	83.17:	16.83:	100.00	
TYPE %:	27.90	:					68.75					:	3.35	:	100%	:	100%	
1987 :																		
1 :	32,912:	39,015:	1,200:	175,999:	18,975:	8,697:	41,975:	260:	1,216:	364:	60:	462:	20,975:	2,216:	300,733:	43,593:	344,326	+15.73%
T&O % :	9.56:	11.33:	.35:	51.11:	5.51:	2.53:	12.19:	.08:	.35:	.11:	.02:	.13:	6.09:	.64:	87.34:	12.66:	100.00	
2 :	35,221:	43,299:	1,068:	179,507:	21,122:	12,326:	48,737:	1,020:	1,594:	938:	275:	229:	17,426:	2,494:	315,407:	49,849:	365,256	+10.56%
T&O % :	9.64:	11.85:	.30:	49.15:	5.78:	3.37:	13.34:	.28:	.44:	.26:	.08:	.06:	4.77:	.68:	86.35:	13.65:	100.00	
3 :	34,558:	39,934:	903:	170,828:	23,446:	20,502:	40,583:	251:	2,115:	501:	0:	422:	8,347:	2,677:	299,167:	45,900:	345,067	+ 6.90%
T&O % :	10.01:	11.57:	.26:	49.52:	6.79:	5.94:	11.76:	.07:	.61:	.15:	.00:	.12:	2.42:	.78:	86.70:	13.30:	100.00	
4 :	31,431:	39,435:	987:	158,873:	30,152:	4,716:	69,189:	219:	1,180:	582:	163:	227:	9,116:	2,570:	304,464:	44,376:	348,840	+ 9.89%
T&O % :	9.01:	11.30:	.28:	45.54:	8.64:	1.35:	19.83:	.06:	.34:	.17:	.05:	.07:	2,61:	.74:	87.28:	12.72:	100.00	
:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	
'87TOT:	134,122:	161,683:	4,158:	685,207:	93,695:	46,241:	200,484:	1,750:	6,105:	2,385:	498:	1,340:	55,864:	9,957:	1219,771:	183,718:	1,403,489	+ 10.67%
T&O % :	9.56:	11.52:	.30:	48.82:	6.68:	3.29:	14.28:	.12:	.43:	.17:	.04:	.10:	3.98:	.71:	86.91:	13.09:	100.00	
TYPE %:	21.08	:					74.23					:	4.69	:	100%	:	100%	
YOUR :	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:		
CO. :	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

P124
5/12/88

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.									MISC.*		TOTALS			
	D	F	D				F					D	F	D	F	GT	
			Stock Canal	Custom	Low Profile	Half-Concha	Stock Canal	Custom	Low Profile	Half-Concha	Canal						% (#)
1988																	
1	30,178:	38,828:	673:	165,756:	20,703:	10,926:	60,573:	139:	1,089:	392:	35:	398:	7,956:	2,442:	296,765:	43,323:	340,088	- 1.23%
T&O %	8.87:	11.42:	.20:	48.74:	6.09:	3.21:	17.81:	.04:	.32:	.12:	.01:	.12:	2.25:	.72:	87.26:	12:74:	100.00	
2	34,769:	37,253:	510:	174,457:	23,427:	12,742:	63,120:	60:	1,169:	440:	35:	222:	7,962:	2,490:	316,987:	41,669:	358,656	- 1.81%
T&O %	9.69:	10.39:	.14:	48.64:	6.53:	3.55:	17.60:	.02:	.33:	.12:	.01:	.06:	2.23:	.69:	88.38:	11.62:	100.00	
'88TOT:	64,947:	76,081:	1,183:	340,213:	44,130:	23,668:	123,693:	199:	2,258:	832:	70:	620:	15,918:	4,932:	613,752:	84,992:	698,744	
T&O %	9.29:	10.88:	.17:	48.69:	6.32:	3.39:	17.70:	.03:	.32:	.12:	.01:	.09:	2.28:	.71:	87.84:	12.16:	100.00	
TYPE %:	20.17		76.84									2.99		100%			100%
YOUR CO.																	

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

A5185-1
11/1/88

HAUCK & ASSOCIATES INC

Professional
Association
Management

October 25, 1988

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

I am pleased to forward the enclosed Hearing Industries Association Statistical Report for the 3rd Quarter, 1988.

We continue to publish this report as quickly as possible following submission of data from all participating companies. Your continued effort to submit reports **as soon as possible** following the close of each quarter is appreciated.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure
P015

1255 Twenty-Third Street, NW, Washington, DC 20037 202/452-8100

Member amc
Institute of Association
Management Companies

AS185-1
11/1/88

REPORT FOR PERIOD: 3rd QUARTER - 1988

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987				1988			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X														*	*
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X	X	X	X	X	X	
ROBERT BOSCH CORPORATION	X	X	X	X	X	X	X	X						*	*	*
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
ELECTONE, INC.		1			1	1	1	1	1	1						
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1	1	1	X	*	*	*
FINETONE HEARING					X	X	X	X	X	X	X	X	X	X	X	
FUTURE TONE, INC.	1														*	*
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X	X	X	X	X	X	
LANG HEARING									X	X	X	X	X	X	X	
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MAICO HEARING INSTRU.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
MARCON HEARING INSTRU.		1	1	1	1	1	1	1	1	1	1	1	1	1	1	
NU-EAR ELECTONICS	1	1			1	1			1							
OMNI HEARING SYSTEMS		X	X	X	X	X	X	X	X	X	X	X	X	1	*	*
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X	X	X	X	X	X	
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
RCI, INC.	1	1	1	1	1	1	1	1								
REXTON INT'L.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
RION ACOUSTIC INSTRU.			1	1	1	1	1	1	1	1	1	1	1			
SIEMENS HEARING INSTRU.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1	1	1	X	X	X	
UNITRON INDUSTIRES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
VOROBA TECHNOLOGIES										X	X	X	X	X		
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	

24 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

* - acquired by Starkey Laboratories

P016
10/25/88

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
Alabama	10,804	1.04	10,931	1.03	12,709	1.07	14,632	1.11	9,368	.95
Alaska	1,643	.16	1,589	.15	1,174	.10	1,170	.09	1,091	.11
Arizona	15,930	1.52	17,150	1.61	19,584	1.64	22,207	1.69	17,870	1.81
Arkansas	9,272	.92	8,707	.82	9,897	.83	9,853	.75	7,204	.73
California	124,038	11.96	123,088	11.57	138,591	11.64	150,733	11.45	107,658	10.89
Colorado	13,589	1.33	15,149	1.42	16,992	1.43	26,331	2.00	20,498	2.07
Connecticut	12,207	1.16	12,613	1.19	13,467	1.13	13,913	1.06	10,488	1.06
Delaware	2,048	.20	2,016	.19	2,637	.22	2,806	.21	2,568	.26
Wash. D.C.	2,208	.20	2,252	.21	1,723	.14	1,562	.12	1,635	.17
Florida	72,290	6.67	78,541	7.38	89,434	7.51	94,891	7.21	57,835	5.85
Georgia	15,000	1.46	15,804	1.49	16,950	1.42	20,576	1.56	17,287	1.75
Hawaii	2,268	.22	2,865	.27	3,629	.30	4,105	.31	2,821	.29
Idaho	6,344	.63	6,724	.63	7,413	.62	8,020	.61	5,733	.58
Illinois	46,098	4.37	42,733	4.02	49,043	4.12	50,437	3.83	39,485	3.99
Indiana	23,219	2.24	23,129	2.17	26,087	2.19	29,410	2.23	24,479	2.48
Iowa	18,786	1.89	16,890	1.59	17,633	1.48	19,467	1.48	16,122	1.63
Kansas	10,346	.97	11,769	1.11	13,650	1.15	13,632	1.04	11,072	1.12
Kentucky	11,446	1.12	11,018	1.04	13,736	1.15	13,518	1.03	10,888	1.10
Louisiana	12,951	1.28	12,230	1.15	12,391	1.04	13,193	1.00	9,161	.93
Maine	4,920	.49	4,724	.44	6,251	.53	6,540	.50	4,754	.48
Maryland	17,147	1.65	17,591	1.65	20,350	1.71	25,376	1.93	18,348	1.86
Massachusetts	34,676	3.40	35,477	3.33	37,824	3.18	39,467	3.00	28,329	2.86
Michigan	45,563	4.38	45,508	4.28	48,100	4.04	58,446	4.44	48,643	4.92
Minnesota	24,985	2.41	28,451	2.67	34,344	2.88	35,540	2.70	25,488	2.58
Mississippi	7,366	.74	6,672	.63	6,634	.56	8,299	.63	5,808	.59
Missouri	24,922	2.42	24,230	2.28	29,339	2.46	28,715	2.18	22,467	2.27
Montana	5,279	.52	5,048	.47	5,792	.49	5,741	.44	3,492	.35
Nebraska	8,255	.79	8120	.76	11,241	.94	10,596	.80	8,626	.87
Nevada	2,711	.25	4,061	.38	4,792	.40	5,793	.44	4,432	.45

CUMULATIVE YEAR-TO-DATE
UNIT SALES -- BY STATE AND COUNTRY

STATE	1984		1985		1986		1987		1988 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,817	.28	2,300	.22	2,752	.23	3,747	.28	3,270	.33
New Jersey	21,874	2.09	24,674	2.32	29,089	2.44	34,309	2.61	27,653	2.80
New Mexico	5,371	.56	5,572	.52	6,186	.52	7,857	.60	6,153	.62
New York	51,351	4.92	54,167	5.09	60,353	5.07	68,028	5.17	54,931	5.55
North Carolina	14,273	1.35	16,559	1.56	19,771	1.66	21,996	1.67	18,989	1.92
North Dakota	4,475	.44	4,758	.45	5,118	.43	5,382	.41	4,437	.45
Ohio	40,004	3.83	43,059	4.05	51,274	4.31	57,444	4.36	43,102	4.36
Oklahoma	14,126	1.32	14,316	1.35	16,274	1.37	17,758	1.35	13,370	1.35
Oregon	19,189	1.89	21,283	2.00	24,886	2.09	27,938	2.12	20,277	2.05
Pennsylvania	53,402	5.23	50,097	4.71	58,646	4.93	61,306	4.66	44,299	4.48
Rhode Island	3,787	.38	4,357	.41	4,828	.41	5,108	.39	4,077	.41
South Carolina	6,049	.61	6,432	.60	7,855	.66	9,841	.75	7,815	.79
South Dakota	4,195	.41	4,326	.41	4,316	.36	4,930	.37	3,858	.39
Tennessee	14,272	1.39	13,824	1.30	16,416	1.38	17,707	1.35	13,583	1.37
Texas	59,060	5.85	56,640	5.32	59,777	5.02	67,487	5.13	50,215	5.08
Utah	7,036	.67	6,240	.59	6,774	.57	8,299	.63	5,686	.57
Vermont	6,860	.66	6,103	.57	7,040	.59	7,471	.57	5,754	.58
Virginia	14,927	1.48	15,952	1.50	17,836	1.50	21,472	1.63	15,734	1.59
Washington	24,294	2.37	22,476	2.11	26,000	2.18	28,030	2.13	21,973	2.22
West Virginia	9,423	.92	9,948	.94	11,225	.94	12,286	.93	10,527	1.06
Wisconsin	22,943	2.17	24,372	2.29	25,344	2.13	28,039	2.13	21,250	2.15
Wyoming	1,466	.14	1,383	.13	1,513	.13	1,898	.14	1,615	.16
Govt. (US,VA, State)	49,105	4.65	59,968	5.64	55,968	4.70	62,975	4.78	46,659	4.72
Domestic Subtotal	1,036,610	100%	1,063,894	100%	1,190,648	100%	1,316,317	100%	988,877	100%
Canada (see pg. 7, F)	38,156		46,298		46,998		51,449		36,342	
Other Exp. (pg. 6, E)	27,700		24,825		29,204		33,488		28,837	
Miscellaneous	421		1,847		1,292		2,235		1,052	
GRAND TOTAL	1,102,887		1,136,864		1,268,142		1,403,489		1,055,108	
% OVER PREVIOUS YEAR	+7.11%		+3.08%		+11.55%		+10.67%			

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units .....$ 15,140,889.
1979 - 240,374 units .....$ 16,803,453.
1980 - 247,756 units .....$ 17,578,480.
1981 - 253,091 units .....$ 17,373,896.
1982 - 234,979 units .....$ 16,728,254.
1983 - 218,819 units .....$ 16,289,758.
1984 - 321,286 units .....$ 23,065,985.
1985 - 297,367 units .....$ 21,578,212.
1986 - 278,645 units .....$ 19,681,540.
1987 - 232,411 units .....$ 22,106,261.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year, 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 43,235 units
1986 - 46,461 units
1987 - 56,053 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

TYPE:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**
1987 - Eyeglass:	622	880	- 0 -	1	622	881
Behind Ear:	3,860	3,975	488	361	4,348	4,336
In Ear:	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -	- 0 -
Totals:	**4,482**	**4,855**	**488**	**362**	**4,970**	**5,217**

MISCELLANEOUS DATA (continued)

	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)	1988 Jan.-Sep.	% (+/-)
D. TINNITUS MASKERS (Net shipments of number of units)								
a. Maskers:	300	- 40.00%	279	- 7.00%	309	+ 10.75%	349	
b. Masker Aids:	254	- 58.09%	239	- 5.91%	327	+ 36.82%	180	
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION								
Europe:	7,997	+ 18.72%	11,363	+ 42.09%	13,804	+ 21.48%	13,438	
Middle East:	141	- 45.56%	263	+ 86.52%	363	+ 38.02%	301	
Africa:	313	- 30.91%	251	- 19.81%	1,251	+ 398.41%	1,308	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,340	+ 19.58%	4,404	+ 31.86%	4,149	- 5.79%	3,285	
Japan:	787	- 5.86%	2,080	+164.29%	2,590	+ 24.52%	1,585	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,059	- 10.83%	2,201	+ 6.90%	2,505	+ 13.81%	2,482	
Unallocated by the reporting companies:	10,188	- 28.82%	8,642	- 15.17%	8,826	± 2.13%	6,438	
TOTAL:	24,825	-10.38%	29,204	±17.64%	33,488	± 14.67%	28,837	

MISCELLANEOUS DATA (continued)

	1985	% (+/-)	1986	% (+/-)	1987	% (+/-)	1988 Jan.-Sep.	% (+/-)
F. CANADIAN SALES BY PROVINCE								
Alberta	5,147	- 2.94%	80	+ 2.58%	5,324	+ .83%	3,995	
British Columbia	6,326	+ 59.39%	4,508	- 28.74%	7,480	+ 65.93%	5,446	
Manitoba	1,564	+ 2.96%	1,966	+ 25.70%	1,799	- 8.49%	1,493	
New Brunswick	876	- 14.87%	833	- 4.91%	1,024	+ 22.93%	983	
Newfoundland	143	- 30.92%	255	+ 78.32%	394	+ 54.51%	182	
Nova Scotia	856	- 27.15%	1,182	+ 38.08%	1,556	+ 31.64%	1,479	
Ontario	18,313	+ 28.33%	17,527	- 4.29%	21,046	+ 20.08%	13,934	
Prince Edward Island	121	- 6.20%	167	+ 38.02%	113	- 32.34%	71	
Quebec	2,574	+ .82%	6,218	+141.57%	4,345	- 30.12%	3,234	
Saskatchewan	2,844	+ 47.51%	2,392	- 15.89%	2,365	- 1.13%	2,754	
Northwest Territories	128	+966.67%	-2	+ 98.43%	1	+ 200.00%	38	
Yukon Territory	0	-100.00%	0	0%	5	+ 500.00%	7	
Unallocated by the reporting companies	7,379	+ 22.55%	6,672	- 9.58%	5,997	- 10.12%	2,726	
TOTAL:	46,298	+21.34%	46,998	+ 1.51%	51,449	+ 9.47%	36,342	

MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	BODY	EYE	MOD	HAA	BODY	EYE	TOTAL
1986									
Jan.-Mar.	4,377		456	1,561	1,204		1,657	928	
		6,394				3,789			10,183
Apr.-Jun.	5,161		536	1,505	428		2,109	1,051	
		7,202				3,588			10,790
Jul.-Sep	5,297		556	1,569	159		1,911	1,399	
		7,422				3,469			10,891
Oct.-Dec.	5,315		569	1,471	130		1,730	1,380	
		7,355				3,240			10,595
1987									
Jan.-Mar.	1,441	17,524	517	1,493	409	-0-	1,243	564	
		20,975				2,216			23,191
Apr.-Jun.	2,262	13,078	684	1,402	282	-0-	1,503	709	
		17,426				2,494			19,920
Jul.-Sep.	1,934	4,557	638	1,218	90	-0-	1,578	1,009	
		8,347				2,677			11,024
Oct.-Dec.	2,348	5,066	540	1,162	95	-0-	1,472	1,003	
		9,116				2,570			11,686
1988									
Jan.-Mar.	2,057	4,487	431	981	669	-0-	863	910	
		7,956				2,442			10,398
Apr.-Jun.	2,754	3,718	540	950	665	-0-	489	1,336	
		7,962				2,490			10,452
Jul.-Sep.	522	2,166	412	805	62	-0-	773	309	
		3,905				1,144			5,049

MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-TheEar (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21%	5.8
1987					
Custom In-The-Ear (23 co.'s)	769,363	118,939	17.44%	14.71%	2.1
Canal In-The-Ear (25 co.'s)	292,416	62,204	20.66%	17.44%	1.8
Behind-The-Ear (19 co's)	327,654	46,492	13.59%	11.93%	.2

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/pww

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980 :															
TOTAL :	36,057:	3,274:	276,404:	151,925:	19,127:	225,623:		3,737:	226:		9,470:	10,799:	566,681:	169,961:	736,642
T&O % :	4.89:	.44:	37.52:	20.62:	2.60:	30.63:		.51:	.03:		1.29:	1.47:	76.93:	23.07:	100.00
TYPE %:	5.33%		58.14%				33.77%				2.76%		100%		100%
1981 :															
TOTAL :	35,064:	2,511:	304,157:	160,886:	13,225:	297,224:		2,868:	1,968:		7,391:	8,907:	657,061:	177,140:	834,201
T&O % :	4.20:	.30:	36.46:	19.28:	1.59:	35.63:		.34:	.24:		.89:	1.07:	78.77:	21.23:	100.00
TYPE %:	4.50%		55.74%				37.80%				1.96%		100%		100%
1982 :															
TOTAL :	28,280:	3,825:	293,413:	154,881:	9,540:	346,483:		1,653:	1,351:		6,599:	8,460:	684,315:	170,170:	854,485
T&O % :	3.31:	.45:	34.34:	18.12:	1.12:	40.55:		.19:	.16:		.77:	.99:	80.09:	19.91:	100.00
TYPE %:	3.76%		52.46%				42.02%				1.76%		100%		100%
1983 :															
1 :	7,038:	1,452:	71,756:	48,357:	1,654:	100,084:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
2 :	5,445:	1,528:	68,443:	50,413:	1,342:	115,756:	4,142:	190:	26:	-0-:	1,178:	1,898:	196,306:	54,055:	250,361
3 :	5,047:	1,641:	67,333:	55,589:	1,303:	119,520:	6,676:	184:	219:	-0-:	1,266:	1,920:	201,155:	59,533:	260,708
4 :	4,204:	1,495:	62,186:	56,565:	1,276:	141,053:	14,284:	356:	298:	-0-:	1,099:	1,934:	224,102:	60,648:	284,750
TOTAL :	21,744:	6,116:	269,718:	210,924:	5,575:	476,413:	25,102:	978:	584:	-0-:	4,667:	7,859:	803,219:	226,461:	1,029,680
T&O % :	2.11:	.59:	26.20:	20.49:	.54:	46.27:	2.44:	.09:	.06:	.00:	.45:	.76:	78.01:	21.99:	100.00
TYPE %:	2.70%		46.69%				49.40%				1.21%		100%		100%
1984 :															
1 :	3,656:	1,061:	59,844:	44,923:	717:	125,271:	18,257:	393:	2,872:	315:	813:	1,752:	208,558:	51,316:	259,874	+11.12%
2 :	3,123:	421:	62,760:	48,026:	753:	133,487:	20,548:	169:	2,547:	90:	777:	1,271:	221,448:	52,524:	273,972	+ 9.43%
3 :	3,042:	1,796:	57,308:	56,603:	491:	139,724:	24,862:	198:	2,168:	234:	831:	1,523:	226,258:	62,522:	288,780	+10.77%
4 :	2,436:	912:	54,085:	54,718:	7,441:	129,575:	26,416:	408:	1,569:	243:	939:	1,519:	220,892:	59,369:	280,261	- 1.58%
'84TOT.	12,257:	4,190:	233,997:	204,270:	9,402:	528,057:	90,083:	1,168:	9,156:	882:	3,360:	6,065:	877,156:	225,731:	1,102,887	+ 7.11%
T&O % :	1.11:	.38:	21.22:	18.52:	.85:	47.88:	8.17:	.11:	.83:	.08:	.30:	.55:	79.53:	20.47:	100.00	
TYPE %:	1.49%		39.74%				57.92%				.85%		100%		100%
YOUR :															
CO. :															

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E. D	B.T.E. F	I.T.E. D Stock Canal	I.T.E. D Custom	I.T.E. D Low Profile	I.T.E. D Half-Concha	I.T.E. F Stock Canal	I.T.E. F Custom	I.T.E. F Low Profile	I.T.E. F Half-Concha	MISC.* D	MISC.* F	TOTALS D	TOTALS F	TOTALS GT	% (#)
1985 :																
1 :	44,020:	45,659:	2,948:	118,276:		2,751:	25,414:	534:	2,833:		-0-:	99:	3,340:	2,936:	196,749:	52,061:	248,810	- 4.26%
2 :	51,940:	56,899:	2,798:	158,845:		2,378:	31,672:	-0-:	3,867:		-0-:	64:	3,337:	3,975:	250,970:	64,805:	315,775	+15.26%
3 :	43,542:	51,535:	1,928:	149,479:		3,763:	36,117:	-0-:	1,581:		3 :	108:	2,745:	3,849:	237,574:	57,076:	294,650	+ 2.03%
4 :	43,093:	46,739:	1,589:	143,952:		3,792:	30,970:	3 :	1,515:		17 :	129:	2,372:	3,458:	225,768:	51,861:	277,629	- .94%
'85TOT:	182,595:	200,832:	9,263:	570,552:		12,684:	124,173:	537:	9,796:		20 :	400:	11,794:	14,218:	911,061:	225,803:	1,136,864	+ 3.08%
T&O % :	16.06:	17.67:	.81:	50.19:		1.12:	10.92:	.04:	.86:		.00:	.04:	1.04:	1.25:	80.14:	19.86:	100.00	
TYPE %:	33.73 :				63.98								2.29 :		100% :		100%	
1986 :																
1 :	41,386:	46,276:	1,677:	147,715:	13,115:	6,200:	30,564:	0 :	235:	2 :	7 :	170:	6,394:	3,789:	247,051:	50,479:	297,530	+19.58%
2 :	41,783:	49,204:	3,196:	167,860:	14,938:	6,877:	32,933:	544 :	1,604:	0 :	22 :	626:	7,202:	3,588:	274,789:	55,588:	330,377	+ 4.62%
3 :	41,984:	49,897:	2,044:	156,089:	16,858:	7,294:	34,619:	935 :	1,730:	0 :	0 :	449:	7,422:	3,469:	266,310:	56,480:	322,790	+ 9.55%
4 :	38,465:	44,807:	1,919:	152,357:	18,706:	8,003:	39,751:	949 :	1,303:	173 :	0 :	417:	7,355:	3,240:	266,556:	50,889:	317,445	+14.34%
'86TOT:	163,618:	190,184:	8,836:	624,021:	63,617:	28,374:	137,867:	2,428:	4,872:	175:	29:	1,662:	28,373:	14,086:	1054,706:	213,436:	1,268,142	+11.55%
T&O % :	12.90:	15.00:	.70:	49.20:	5.02:	2.24:	10.87:	.20:	.38:	.01:	.00:	.13:	2.24:	1.11:	83.17:	16.83:	100.00	
TYPE %:	27.90 :				68.75								3.35 :		100% :		100%	
1987 :																
1 :	32,912:	39,015:	1,200:	175,999:	18,975:	8,697:	41,975:	260:	1,216:	364:	60:	462:	20,975:	2,216:	300,733:	43,593:	344,326	+15.73%
T&O % :	9.56:	11.33:	.35:	51.11:	5.51:	2.53:	12.19:	.08:	.35:	.11:	.02:	.13:	6.09:	.64:	87.34:	12.66:	100.00	
2 :	35,221:	43,299:	1,068:	179,507:	21,122:	12,326:	48,737:	1,020:	1,594:	938:	275:	229:	17,426:	2,494:	315,407:	49,849:	365,256	+10.56%
T&O % :	9.64:	11.85:	.30:	49.15:	5.78:	3.37:	13.34:	.28:	.44:	.26:	.08:	.06:	4.77:	.68:	86.35:	13.65:	100.00	
3 :	34,558:	39,934:	903:	170,828:	23,446:	20,502:	40,583:	251:	2,115:	501:	0:	422:	8,347:	2,677:	299,167:	45,900:	345,067	+ 6.90%
T&O % :	10.01:	11.57:	.26:	49.52:	6.79:	5.94:	11.76:	.07:	.61:	.15:	.00:	.12:	2.42:	.78:	86.70:	13.30:	100.00	
4 :	31,431:	39,435:	987:	158,873:	30,152:	4,716:	69,189:	219:	1,180:	582:	163:	227:	9,116:	2,570:	304,464:	44,376:	348,840	+ 9.89%
T&O % :	9.01:	11.30:	.28:	45.54:	8.64:	1.35:	19.83:	.06:	.34:	.17:	.05:	.07:	2.61:	.74:	87.28:	12.72:	100.00	
'87TOT:	134,122:	161,683:	4,158:	685,207:	93,695:	46,241:	200,484:	1,750:	6,105:	2,385:	498:	1,340:	55,864:	9,957:	1219,771:	183,718:	1,403,489	+ 10.67%
T&O % :	9.56:	11.52:	.30:	48.82:	6.68:	3.29:	14.28:	.12:	.43:	.17:	.04:	.10:	3.98:	.71:	86.91:	13.09:	100.00	
TYPE %:	21.08 :				74.23								4.69 :		100% :		100%	
YOUR CO. :																		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

\# % shown is current period vs. period a year ago.

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NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.									MISC.*		TOTALS			
	D	F	D					F				D	F	D	F	GT	
			Stock Canal	Custom	Low Profile	Half-Concha	Canal	Stock Canal	Custom	Low Profile	Half-Concha	Canal					% (#)
1988																	
1	30,178	38,828	673	165,756	20,705	10,926	60,573	139	1,089	392	35	398	7,956	2,442	296,765	43,323	340,088	- 1.23%
T&O %	8.87	11.42	.20	48.74	6.09	3.21	17.81	.04	.32	.12	.01	.12	2.25	.72	87.26	12.74	100.00	
2	34,769	37,253	510	174,457	23,427	12,742	63,120	60	1,169	440	35	222	7,962	2,490	316,987	41,669	358,656	- 1.81%
T&O %	9.69	10.39	.14	48.64	6.53	3.55	17.60	.02	.33	.12	.01	.06	2.23	.69	88.38	11.62	100.00	
3	34,268	37,075	670	177,839	24,205	11,977	62,848	112	1,678	435	6	202	3,905	1,144	315,712	40,652	356,364	+ 3.27%
T&O %	9.62	10.40	.19	49.90	6.79	3.36	17.64	.03	.47	.12	.00	.06	1.10	.32	88.60	11.40	100.00	
'88TOT	99,215	113,156	1,853	518,052	68,335	35,645	186,541	311	3,936	1,267	76	822	19,823	6,076	929,464	125,644	1,055,108	
T&O %	9.40	10.72	.17	49.10	6.48	3.38	17.68	.03	.37	.12	.01	.08	1.88	.58	88.09	11.91	100.00	
TYPE %	20.12		77.42									2.46		100%		100%	
YOUR CO.																	

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.

% shown is current period vs. period a year ago.

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